

## Message Text

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PAGE 01 BAGHDA 00752 081254Z  
ACTION NEA-10

INFO OCT-01 EB-08 ISO-00 /019 W  
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R 081140Z APR 78  
FM USINT BAGHDAD  
TO SECSTATE WASHDC 5977  
INFO USDOC WASHDC  
AMEMBASSY NEW DELHI

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E.O. 11652: N/A  
TAGS: ETRD, BEXP, IN, IZ, US  
SUBJECT: THE "INDIAN CONNECTION"

1. INDIAN DCM RECENTLY PAID CALL ON USINT OFFICERS TO EXPLORE POSSIBILITIES FOR US-INDIAN COMMERCIAL COOPERATION IN IRAQ. HE EXPLAINED THAT DURING PRESIDENT CARTER'S DECEMBER 1977 VISIT TO INDIA, THE US AND INDIA HAD SET UP A JOINT COMMISSION WHOSE MANDATE INCLUDED COMMERCIAL COOPERATION IN THIRD COUNTRIES. IN IRAQ, FOR EXAMPLE, HE THOUGHT INDIAN COMPANIES MIGHT SUBCONTRACT FOR EQUIPMENT AND LABOR TO US PRIME CONTRACTORS. REFLECTING THE INTEREST IN THE DIPLOMATIC COMMUNITY CAUSED BY THE BLUE CHIP USDOC ELECTRICAL ENERGY TRADE MISSION IN FEBRUARY, HE SUGGESTED US-INDIAN COOPERATION IN ELECTRICAL ENERGY SECTOR MIGHT PROVE PARTICULARLY FRUITFUL.

2. USINT OFFICERS SAID THAT MOST US THIRD-COUNTRY CONNECTIONS IN IRAQ HAD WORKED IN REVERSE TO WHAT HE WAS SUGGESTING, I.E., US COMPANIES WERE SUBCONTRACTORS FOR EQUIPMENT TO THIRD-COUNTRY PRIME CONTRACTORS. IN FACT, SEVERAL PARTICIPATING FIRMS IN THE ELECTRICAL ENERGY TRADE MISSION HAD DISCUSSED SUCH POSSIBILITIES WITH TWO INDIAN FIRMS LOCATED IN BAGHDAD BUT TO USINT'S KNOWLEDGE NO US-  
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INDIAN COOPERATION ARRANGEMENTS IN REGARD TO PROSPECTS IN IRAQ HAD SO FAR EMERGED. INDIAN DCM AND USINT OFFICERS AGREED TO KEEP THE "INDIAN CONNECTION" IN MIND WHEN ADVISING FIRMS AND THE USINT COMMERCIAL OFFICE HAS SINCE REFERRED ONE US FIRM WANTING TO CONTRACT FOR LABOR TO THE INDIAN EMBASSY.

3. COMMENT: THE OBVIOUS INDIAN INTEREST IS TO OFFSET

OIL IMPORTS FROM IRAQ, WHICH AMOUNTED TO OVER 100 MILLION DOLLARS IN 1977, ACCORDING TO INFORMATION OBTAINED FROM ANOTHER INDIAN EMBASSY OFFICER. IRAQI STATISTICS INDICATE THAT INDIAN EXPORTS TO IRAQ, ON THE OTHER HAND, HAVE TOTALLED LESS THAN HALF OF THAT FIGURE IN RECENT YEARS, AMOUNTING TO AROUND 40-50 MILLION DOLLARS IN BOTH 1975 AND 76. USINT BELIEVES "INDIAN CONNECTION" MAY HAVE SOME BUT LIMITED VALUE FOR US FIRMS IN THE IRAQI MARKET.

4. USINT WOULD APPRECIATE A COPY OF PROVISIONS OF US-INDIAN AGREEMENT RELEVANT TO COMMERCIAL COOPERATION IN THIRD COUNTRIES.  
MACK

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NNN

## Message Attributes

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**Concepts:** ECONOMIC COOPERATION, FOREIGN MARKETS  
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**Disposition Approved on Date:**  
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**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
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